

Message Text

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PAGE 01 STATE 051994
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FM SECSTATE WASHDC
TO AMEMBASSY ABU DHABI

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PLEASE PASS DUBAI

E.O. 11652: N/A

TAGS: BEXP, TC

SUBJECT: POSSIBLE SALES OPPORTUNITY

1. JAMES SHARBAUGH OF U.S. FIRM, ISOBERT, CONTACTED CAGNE RE DECEMBER 1976 MEETING HE HAD WITH SHEIKH KHALID BIN SULTAN AL-QASWI, WHO SAID IS SHEIKH SULTAN OF SHARJAH'S BROTHER, AND M. EBRAHIM. EBRAHIM CLAIMED TO BE FINANCIAL ADVISOR TO SHEIKH AND THAT EMPLOYED BY HABIB BANK LIMITED, P.O. BOX 7531, SHARJAH (TEL:22173). SUBJECTS WERE ACCOMPANIED BY BOB KELLY OF CALIF WHO IS SHEIKH'S U.S. AGENT.

2. THE SHEIKH AND HIS ADVISORS DISCUSSED SEVERAL PROPOSED PROJECTS IN SHARJAH WHOSE TOTAL PACKAGE VALUE COULD REACH 200 MILLION DOLLARS. INCLUDED AMONGST THEM WERE EXCLUSIVE RIGHTS TO MGM PRODUCTS, DESIGN
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PACKAGES FOR HOTELS, AND PURCHASE OF SEVERAL AIRPLANES. SHARBAUGH PARTICULARLY INTERESTED IN SELLING A READY-TO-SHIP 4.5 MILLION DOLLARS FACTORY FOR BUILDING PRE-FAB HOMES. FACTORY WOULD COME FROM FRANCE BUT

SHARBAUGH SAYS WILL USE CONSIDERABLE AMOUNT OF U.S. PRODUCTS. SHARBAUGH REPORTED THAT SHEIKH SAW PICTURES

OF FACTORY AND IMMEDIATELY EXPRESSED HIS DESIRE TO SEE

THE PLANT AND SIGN A PURCHASE CONTRACT, BUT THAT HE
HAD TO RETURN SUDDENLY TO SHARJAH. THE SHEIKH LEFT
THE RESPONSIBILITY TO KELLY.

3. SHARBAUGH HAS HAD NO SUCCESS MEETING KELLY OR
ARRANGING FOR HIM TO SEE THE PLANT BECAUSE HE ALWAYS
CANCELS OUT ON MEETINGS AT THE LAST MOMENT (MGM MAYBE
EXPERIENCING SAME DIFFICULTIES). HE CONCERNED THAT
KELLY HAS EITHER MISHANDLED THE DEAL AND DELIBERATELY
AVOIDING HIM OR UNABLE TO HANDLE ALL THE DETAILS. HE
BELIEVES THAT OWNER OF FRENCH PLANT, WHICH BEING HELD
TEMPORARILY FOR SHEIKH, WILL SELL IT SOON TO ANOTHER
COUNTRY AND THE POSSIBILITY OF GETTING U.S. SALES WILL
BE DIMINISHED.

4. REQUESTED ACTION: EMBASSY OR DUBAI COMMERCIAL
OFFICE CONTACT EBRAHIM TO ASCERTAIN WHETHER SHEIKH

STILL INTERESTED IN FACTORY AND WHETHER ORIGINAL
INTEREST LEGITIMATE. SHARBAUGH ALSO WISHES KNOW IF CAN
DEAL DIRECTLY WITH CLIENTS IN SHARJAH OR MUST CONTINUE
TO DO SO THROUGH KELLY.

5. FYI. APPOINTMENT TO MEET WITH SHARBAUGH WAS

ARRANGED THROUGH CONG FRANK THOMPSON'S OFFICE.
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